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# Company Profile



- Trident Seafoods Corporation is a vertically integrated harvester, processor and marketer of Wild Salmon Products around the world.
- 95% of the fish we purchase comes from Alaska waters.



- We are a privately held corporation operated and managed by its working owners.
- In addition to Alaska operations, we have processing activities in Washington State, Oregon and international locations. Our motto is that we offer the finest seafood *From the Source to the Plate®*

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# Company – Key Figures



- ♦ **Annual Sales ~ \$1 Billion**
- ♦ **Employees: 6,000 (about 4,500 in Alaska)**
- ♦ **Alaska Operations:**
  - 30 + Vessels
  - 4 Floating Processing Ships
  - 10 Primary Processing Plants
- ♦ **Annual Purchases in Alaska:**
  - Approx. 1.2 Billion Pounds ('07)
  - 80% Whitefish (AP, Cod, Hake, Halibut)
  - 20% Wild Salmon & Crab

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# Alaska Operations



## Floating Processors

- Alaska Packer
- Aleutian Falcon
- Independence
- Pribilof



## Factory Trawlers

- Island Enterprise
- Kodiak Enterprise
- Seattle Enterprise



# General Categories of Workers



- ♦ Managers

Superintendents

Professionals

Captains

Processing

Fleet

- ♦ Technicians

Machinists

Welders

Electricians

Skilled

- ♦ Administrative

Office

Clerical

- ♦ Craft Workers

Skilled Processors

- ♦ Sales

- ♦ Operators

Fork Lift Drivers

Crane Operators

Processing Equipment

Tractor Trailer Drivers

- ♦ Service Workers

Galley

Janitorial

Laundry

- ♦ Processors

Semi-skilled

General Laborers

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# Onshore Processing Facilities



## St. Paul



### Job Category #

- Managers 2
- Technicians 1
- Sales 1
- Administrative 1
- Craft Workers 17
- Operators 1
- Service Worker 3
- Processors 138

**Total Positions 164**

**Dates of Operation:**

January – March  
April – October

**Species Produced:**

King Crab, Snow Crab  
Halibut

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# Onshore Processing Facilities



## Akutan



Job Category	#
▪ Managers	16
▪ Technicians	51
▪ Administrative	11
▪ Craft Workers	96
▪ Operators	50
▪ Service Workers	47
▪ Processors	606
<b>Total Positions</b>	<b>877</b>

**Dates of Operation:** January – October

**Species Produced:** Cod, Pollock, Snow Crab, King Crab

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# Onshore Processing Facilities



## Bristol Bay - Naknek



Job Category	#
▪ Managers	3
▪ Administrative	8
▪ Craft Workers	37
▪ Operators	43
▪ Service Workers	17
▪ Processors	453
<b>Total Positions</b>	<b>561</b>

**Dates of Operation:** June – July

**Species Produced:** Salmon

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# Onshore Processing Facilities



## Sand Point



Job Category	#
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▪ Managers	8
▪ Technicians	5
▪ Sales	1
▪ Administrative	12
▪ Craft Workers	26
▪ Operators	35
▪ Service Workers	20
▪ Processors	181

Total Positions	288
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**Dates of Operation:** January – December

**Species Produced:** Cod, Pollock, Salmon,  
Halibut, Sablefish

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# Onshore Processing Facilities



## Chignik



## Job Categories

#

- Managers 4
- Sales 2
- Administrative 3
- Craft Workers 21
- Operators 5
- Service Workers 8
- Processors 175

**Total Positions**

**218**

**Dates of Operation: June – August**

**Species Produced: Halibut, Salmon**

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# Onshore Processing Facilities



## Kodiak



Job Category	#
▪ Managers	4
▪ Technicians	2
▪ Administrative	1
▪ Craft Workers	24
▪ Operators	30
▪ Processors	343
<b>Total Positions</b>	<b>404</b>

**Dates of Operation:** January – December

**Species Produced:** Pollock, Cod, Rockfish, Pacific Ocean Perch  
Sole, Flounder, Halibut, Sablefish

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# Onshore Processing Facilities



## Cordova



Job Category	#
▪ Managers	2
▪ Administrative	3
▪ Craft Workers	5
▪ Operators	2
▪ Processors	115
<b>Total Positions</b>	<b>127</b>

**Dates of Operation:** March – November

**Species Produced:** Halibut, Sablefish, Salmon

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# Onshore Processing Facilities



## Petersburg



Job Category	#
▪ Managers	2
▪ Administrative	3
▪ Craft Workers	14
▪ Operators	1
▪ Service Workers	1
▪ Processors	184
<b>Total Positions</b>	<b>205</b>

**Dates of Operation:** March – November

**Species Produced:** Salmon, Halibut, Sablefish

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# Onshore Processing Facilities



## Ketchikan Cannery



### Job Category

#

- Managers 3
- Technicians 1
- Administrative 8
- Craft Workers 22
- Operators 24
- Service Workers 34
- Processors 137

**Total Positions**

**229**

**Dates of Operation: June – August**

**Species Produced: Salmon**

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# Onshore Processing Facility



## Ketchikan Freezer Plant and Smokehouse



Job Category	#
▪ Managers	8
▪ Sales	1
▪ Administrative	6
▪ Craft Workers	42
▪ Operators	14
▪ Service Workers	6
▪ Processors	148
<b>Total Positions</b>	<b>225</b>

**Dates of Operation:** January – December

**Species Produced:** Salmon, Crab, Halibut, Geoducks  
Shrimp, Sablefish, Sea Cucumbers

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# At Sea Catcher Processor



## F/T Island Enterprise



Job Category	#
▪ Managers	13
▪ Technicians	4
▪ Administrative	1
▪ Craft Workers	16
▪ Operators	9
▪ Service Workers	5
▪ Processors	77
<b>Total Positions</b>	<b>125</b>

**Dates of Operation:** January – October

**Species Produced:** Pollock, Whiting

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# At Sea Catcher Processor



## F/T Kodiak Enterprise



Job Category	#
▪ Managers	7
▪ Technicians	2
▪ Administrative	1
▪ Craft Workers	16
▪ Operators	20
▪ Service Workers	5
▪ Processors	72
<b>Total Positions</b>	<b>123</b>

**Dates of Operation:** January – October

**Species Produced:** Pollock, Whiting

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# At Sea Catcher Processor



## F/T Seattle Enterprise



Job Category	#
▪ Managers	8
▪ Technicians	2
▪ Craft Workers	19
▪ Operators	8
▪ Service Workers	6
▪ Processors	83
<b>Total Positions</b>	<b>126</b>

**Dates of Operation:** January – October

**Species Produced:** Pollock, Whiting

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# Floating Processing Vessels



## M/V Alaska Packer



Job Category	#
▪ Managers	4
▪ Administrative	1
▪ Craft Workers	12
▪ Operators	4
▪ Service Workers	3
▪ Processors	120
<b>Total Positions</b>	<b>144</b>

**Dates of Operation:** May – August

**Species Produced:** Herring, Salmon

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# Floating Processing Vessels



## M/V Independence



Job Category	#
▪ Managers	5
▪ Technicians	2
▪ Administrative	1
▪ Craft Workers	9
▪ Operators	13
▪ Service Workers	6
▪ Processors	202
<b>Total Positions</b>	<b>238</b>

**Dates of Operation:** January – August

**Species Produced:** Crab, Herring, Cod, Salmon

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# Floating Processing Vessels



## M/V Aleutian Falcon



### Job Categories

#

▪ Managers	4
▪ Administrative	2
▪ Craft Workers	6
▪ Operators	10
▪ Service Workers	5
▪ Processors	80

### Total Positions

107

**Dates of Operation:** June – August

**Species Produced:** Salmon

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# Floating Processing Vessels



## M/V Pribilof



Job Category	#
▪ Managers	3
▪ Administrative	1
▪ Craft Workers	9
▪ Operators	3
▪ Service Workers	2
▪ Processors	83
<b>Total Positions</b>	<b>101</b>

**Date of Operation:** May – August

**Species Produced:** Herring, Salmon

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# Alaska Job Summary



Job Category	#
▪ Managers	122
▪ Technicians	70
▪ Administrative	63
▪ Craft Workers	437
▪ Sales	5
▪ Operators	311
▪ Service Workers	176
▪ Processors	3,206
Total Positions	4,390

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# Major Skilled Worker Needs



- ♦ **Engineers for Shore Plants**  
**Baader Technicians**  
**Cannery Machinists**  
**Refrigeration**
- ♦ **Licensed Ship's Personnel**  
**Captains**  
**Mates**  
**Able Bodied Seamen**  
**Engineers**
- ♦ **Processing Managers**  
**Regulatory Training**  
**People Management**  
**Basic Accounting**  
**Safety**
- ♦ **Quality Control Specialists**  
**Food Science**  
**Thermal Processing**  
**HAACP Training**  
**Regulatory Training**

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# THANK YOU



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